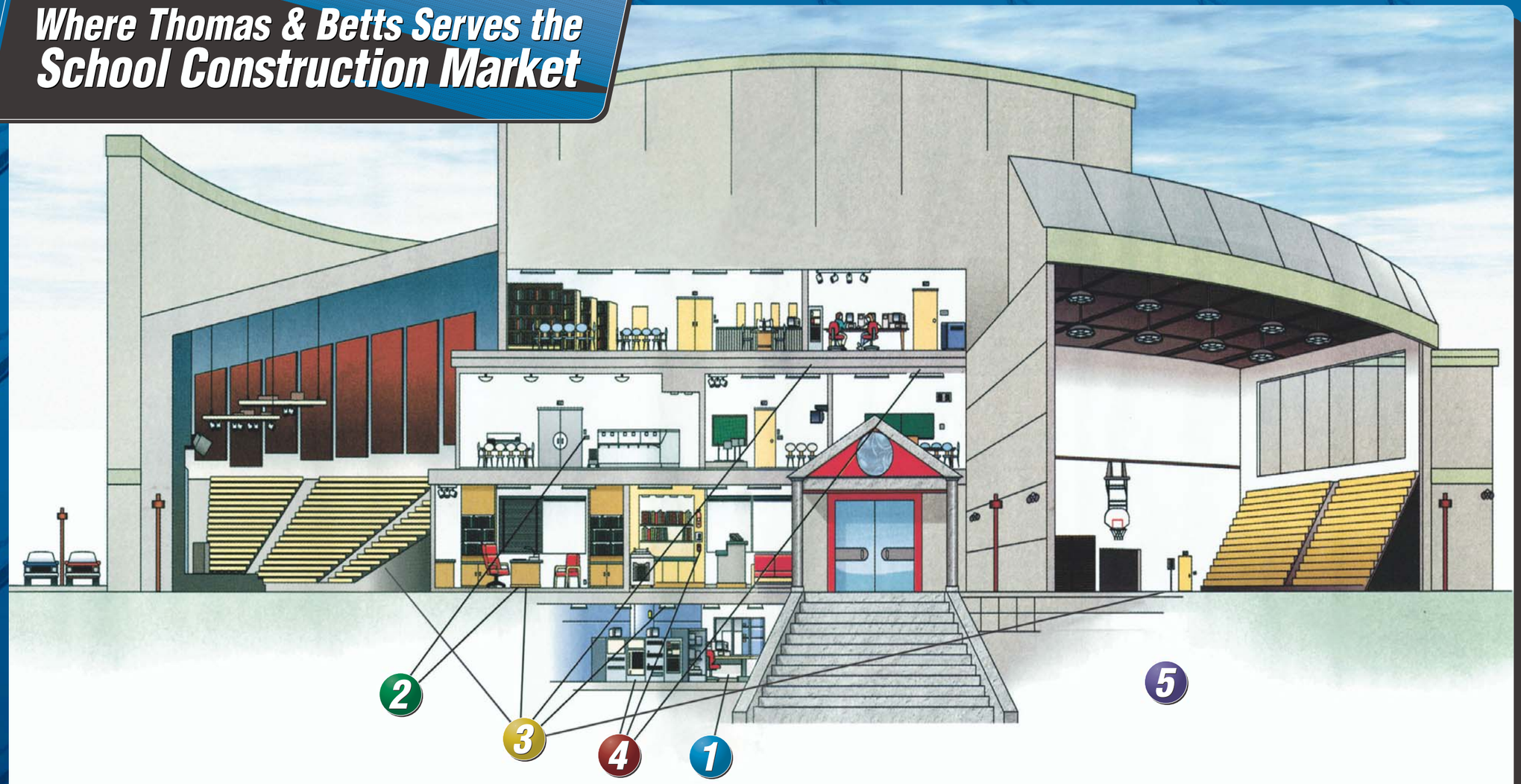
Where Thomas & Betts Serves the School Construction Market



1 POWER IN

- **Blackburn® Grounding Connectors**
- **Blackburn® Service Entrance Fittings**
- **Color-Keyed® Compression Grounding Systems**
- **Furseweld® Exothermic Welding System**
- **Steel City® Service Entrance Fittings**
- Fuses, loadcenters and circuit breakers
- Distribution equipment

2 CURRENT CARRIERS

- **Blackburn® and Color-Keyed® Bolted and Compression Connectors**
- **Sta-Kon® Terminals and Tooling**
- **T&B Insulation Products**
  - **Thin Wall Heat Shrinkable Tubing**
  - **Heavy Wall Heat Shrinkable Tubing**
- **Marrette® Wire Connectors**
- Wire cable
- Wiring devices

3 PROTECT & DIRECT

- **T&B Cable Tray Systems**
- **Steel City® Conduit and Cable Fittings**
- **Steel City® and Bowers® Outlet Boxes and Covers**
- **Steel City® Floor Boxes and Underfloor Duct**
- **Steel City® Hangers, Right Angle, and Threaded Rod**
- **Superstrut® and Kindorf® Metal Framing**
- **Steel City® Spring Steel Fasteners**
- **T&B Surface Raceway**
- **Red•Dot® Weatherproof Boxes and Covers**
- Conduit
- Enclosures

4 COMPUTERS & COMMUNICATIONS

- **T&B Surface Raceway**
- **Steel City® Access Floor Modules**
- **Omni-Plus™ Network Cabling Products**

5 TOOLS OF THE TRADE

- **T&B Electricians' Supplies**
  - **Hand Tools**
  - **Tool Belts and Bags**
  - **Meters, Voltage, Continuity**
  - **Wire Lubricants**
  - **Fish Tape**
  - **Conduit Benders**
- **T&B Crimping Tools**
- **E-Z-Code® Identification Products**

Market Overview

- **New Construction** – Increasing enrollment in many areas of the country, particularly the South and West, has created an ever-growing need for new educational facilities. The result is one of the strongest segments of the construction industry. Demographic trends indicate that this market will continue to grow for several more years.
- **Renovation** – Even in areas without significant population growth, there is a constant need to upgrade and expand existing facilities. Schools built in the 50's (and even the 80's) were not designed to accommodate the computer and multi-media resources needed in today's schools. Money spent on expansion and modernization of existing elementary and secondary schools is expected to exceed the amount spent on new construction over the next few years.

The Project Cycle

The first step in the school construction process is the identification of a need by the board of the local school district (or similar educational governing body). Initial concept proposals are received from architectural firms, and the school district selects the architect for the project. If funding is not already appropriated for the project, the next step is to secure funding, typically in the form of government-issued educational bonds or local taxes. Approval of a bond issue is generally the result of a vote in the appropriate city, county or state during regular elections. The school district then accepts general contractor bids and makes the selection. The general contractor then bids out to subcontractors to cover all the trades necessary to complete the school project.

Specifying Influences

In addition to the architectural and engineering firms working on a school construction project, school districts and similar governing bodies also play an important role in determining the products and systems used in schools. Thomas & Betts spends considerable resources working with all specifying influences to ensure that its products are approved for school construction projects all over the country.

Market Trends

- **Technology Upgrades** – The most pervasive trend in the school construction industry is upgrading computer and multi-media systems. The use of computers, the internet, and cable TV in the classroom has dramatically increased the wiring and power needs in every room of the school. Funds from the federal government are available to help perform these upgrades without the need for local funding. Restrictions in the use of these funds have been reduced over the past few years to allow greater flexibility to the schools in upgrading their technology systems.
- **Bigger Schools** – Since 1970, the average square footage per student in an elementary school has almost doubled. Computer labs, special education programs, and improved athletic facilities have significantly increased the size of the typical school.

Thomas&Betts

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